

OCS Assortment Needs Bulletin

Fall Product Call 2024 (October & November Launches)

Disclaimer: This Assortment Needs Bulletin is intended to guide Licensed Producers and cannabis accessory suppliers through the OCS new product submissions process. Selected products will be included in the OCS Product Catalogue, which is made available to Authorized Retail Stores via the OCS B2B Portal and for consumers via OCS.ca.

The product needs identified below are informed by Authorized Retailer feedback, performance data, customer insights and current assortment gaps in the OCS Product Catalogue. Licensed Producers may submit a new product submission for consideration; however, priority will be given to product submissions that align with the assortment needs identified below.

You must adhere to the following requirements of the Product Call process:

- For your product to be considered in the upcoming Fall Product Call, you must submit a pre-submission form for each product by **April 29, 2024**, and have all required product set-up information ready by the final submission date, **June 3, 2024**.
- Licensed Producers must have the category-specific Health Canada licence ready by the final submission date, **June 3, 2024**.
- New Licensed Producers should submit one to four quality SKUs during an OCS Product Call to test their market viability and execution capabilities. Once a Licensed Producer is onboarded and has successfully introduced their brand to the Ontario marketplace, additional products may be submitted in future Product Calls.
- Licensed Producers already partnered with the OCS will be evaluated based on the current [performance and execution](#) of their sales, on-time shipment and fill rates.
- Please only select Flow-Through if you **do not** want your product listed as a Stocked SKU. Upon review, the OCS may decide that a SKU would be more appropriate for Flow-Through (the OCS will share feedback during the submission review phase with final confirmation communicated during the issuance of the Notice to Purchase [NTP]).
- You will find reference to “Limited Release” throughout the bulletin. Limited Release SKUs are defined as products that have limited availability and will be managed as a one-time quantity commitment with no replenishment. For more information, please refer to the resource on [Limited Release SKUs](#) located on [Doing Business with OCS](#).

| CATEGORY | ATTRIBUTES | PACKAGING/SIZE FORMAT |
|--------------|--|--|
| Dried Flower | <ul style="list-style-type: none"> • High-quality craft cannabis <ul style="list-style-type: none"> ◦ Innovative, unique, trending cultivar ◦ Hand-trimmed, hang-dried, cured and hand-packed ◦ 7g preferred • Purposefully grown low to mid potency strain-specific cultivars (maximum 20% THC) • CBD and balanced-focused • Strain-specific unique cultivars • Hybrid and sativa offerings in 14g and 28g Whole Flower format; strain-specific offerings preferred • Milled Flower 14g format preferred • Approximately 200–215 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> • Eco-friendly packaging, sustainable, highly reusable and recyclable • Nitrogen-flushed packaging • Detailed information on packaging (e.g., terpene percentage, strain name, harvest date, name of cultivator) <p>Size Format:</p> <ul style="list-style-type: none"> • Maximum of 12 units per master case recommended for 3.5g • Maximum of 6 units per master case recommended for larger size formats |
| Pre-Rolls | <ul style="list-style-type: none"> • High-quality flower inputs • Products that are differentiated against current assortment, backed by analysis of Ontario recreational market • High terpene content, full-flavour pre-rolls in popular size formats (2x, 5x, 10x) <ul style="list-style-type: none"> ◦ Low (<10%) to mid (10%–20%) potency options • Balanced pre-rolls in popular size formats (2x, 5x, 10x) <ul style="list-style-type: none"> ◦ Strain-specific, no blends of THC flower and CBD flower • 10 joint count packs in 0.3g, 0.35g, 0.4g (slim style or cone) <ul style="list-style-type: none"> ◦ Low (<10%) to mid (10%–20%) potency options • 10 joint count packs in 0.5g joint size <ul style="list-style-type: none"> ◦ Mid to high potency • Combo/Variety Packs in popular size formats (e.g., 2x, 10x) <ul style="list-style-type: none"> ◦ e.g., half low potency, half mid potency • 7 joint count packs in 0.5g joint size or smaller • Jumbo format sizes (20 joints+) of strong selling (C class or above) smaller joint count SKUs • Approximately 180–200 SKUs will be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> • Highly recyclable packaging, non-virgin plastics • Packaging that minimizes pre-roll movement inside to prevent loss of material • Differentiated, unique packaging styles • Detailed information on packaging (e.g., terpene percentage, cultivar name, harvest date, name of cultivator) <p>Size Format:</p> <ul style="list-style-type: none"> • Maximum of 24 units per master case recommended for 1x0.5g • Maximum of 12 units per master case recommended for other size formats |

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|--------------------------|--|--|
| <p>Vapes</p> | <ul style="list-style-type: none"> Premium hardware proven to avoid or reduce quality assurance issues (e.g., clogging, leaking) Single use and/or all-in-one rechargeable vape pens – distillates, live resin and rosin in unique flavours and/or strains in 1g and 1.2g size formats High-quality 510-thread vape cartridges in distillate and live resin in 1g, 1.2g and 2g size formats (1:1) Products that are clearly differentiated from current items available in the OCS Product Catalogue Unique genetics trending in other mature markets Approximately 100–115 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> Highly recyclable packaging Brand and strain on vape carts and pens Detailed information on packaging (e.g., terpene breakdown and percentages, strain name, flavour) <p>Size Format:</p> <ul style="list-style-type: none"> 1g, 1.2g and 2g 510-thread cartridges. 1g single use and/or all-in-one vape pens Retailer preferred 6-pack case quantity, maximum 12 units per master case recommended |
| <p>Topicals</p> | <ul style="list-style-type: none"> Bath products High CBD products Muscle and pain creams Approximately 11–16 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice) | <p>Packaging:</p> <ul style="list-style-type: none"> Recyclable packaging where possible <p>Size Format:</p> <ul style="list-style-type: none"> Bath product (bath bomb) multi-packs Lotions: minimum 60ml per bottle |
| <p>Oils and Capsules</p> | <ul style="list-style-type: none"> High-dose CBD and THC products Capsules: minimum 10mg per capsule Oils: minimum 500mg per bottle of THC or CBD Oils: Approximately 11–16 SKUs to be selected Capsules: Approximately 25–35 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> Recyclable packaging when available <p>Size Format:</p> <ul style="list-style-type: none"> Oils: minimum 30 ml per package Capsules: minimum 30 caps per package |

| CATEGORY | ATTRIBUTES | PACKAGING/SIZE FORMAT |
|--------------------------|---|--|
| Infused Pre-Rolls | <ul style="list-style-type: none"> • Unique flavours trending in other mature markets • Infused pre-rolls and blunts that are clearly differentiated from current items available in the OCS Product Catalogue • Innovative new product formats • Variety Packs in popular size formats (e.g., 3x, 5x) • Accessible price point infused pre-rolls in 3 and 5 joint count packs • Infused pre-rolls with balanced cannabinoid offerings • Approximately 75–100 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> • Highly recyclable packaging, non-virgin plastics • Packaging that protects infused pre-rolls and blunts from damage • Packaging that does not allow leaking of concentrates • Detailed information on packaging (e.g., terpene percentage, cultivar name, harvest date) <p>Size Format:</p> <ul style="list-style-type: none"> • Maximum of 12 units per master case recommended |
| Concentrates | <ul style="list-style-type: none"> • High-quality concentrates – hash, resin, rosin • Innovative new product formats • Unique genetics trending in other mature markets • Accessible price point hash • Approximately 15–30 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> • Highly recyclable packaging, non-virgin plastics • Packaging that does not allow leaking of concentrates • Detailed information on packaging (e.g., terpene percentage, cultivar name, harvest date) <p>Size Format:</p> <ul style="list-style-type: none"> • Maximum of 12 units per master case recommended |

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|------------------|---|---|
| Edibles | <ul style="list-style-type: none"> • Sour chews with balanced cannabinoid offerings • Live resin and rosin offerings • Solventless inputs • Full-spectrum soft chews • Sugar alternative ingredients and low- or no-calorie sweeteners • Approximately 50–60 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> • Highly recyclable packaging <p>Size Format:</p> <ul style="list-style-type: none"> • Retailer preferred 6-pack case quantity, maximum 12 units per master case recommended |
| Beverages | <ul style="list-style-type: none"> • Balanced cannabinoid offerings • Opening or accessible price point at full THC potency (ready-to-drink format) • Broad-spectrum infusions • Mid to high CBD offerings at accessible price points • Beverages with sugar alternatives and low- or no-calorie sweeteners • Unique and innovative formats • Seasonal or Holiday offerings (to be launched in 1st window) • Approximately 20–30 SKUs to be selected (Please note, these values are for forecasting purposes only and are subject to change without notice.) | <p>Packaging:</p> <ul style="list-style-type: none"> • Highly recyclable packaging <p>Size Format:</p> <ul style="list-style-type: none"> • Maximum of 12 units per master case recommended |

| INVENTORY OF EVENTS | TYPE OF EVENT | PRODUCT CALL ASSOCIATION & BULLETIN | INDUSTRY DATE/ DURATION | IN DC DATE | IN MARKET DATE | LAUNCH WINDOW | COMMENTS |
|---------------------|------------------|-------------------------------------|-------------------------|------------|----------------|---------------|---|
| Valentine's Day | Marketing Driven | Winter PC | February 14 | Dec | Jan | 1st window | *Candidate for Limited Release. |
| 420 | Marketing Driven | Winter PC | April 20 | Jan | Feb | 2nd window | *DC closure in April |
| Pride | Marketing Driven | Spring PC | Month of June | Mar | Apr | 1st window | *Candidate for Limited Release. |
| Canada Day | Marketing Driven | Spring PC | July 1 | Apr | May | 2nd window | *Candidate for Limited Release. |
| Fall Harvest | Product Driven | Summer PC | August-October | July | Aug | 2nd window | *Candidate for Limited Release. |
| Holiday | Product Driven | Fall PC | October-December | Sept | Oct | 1st window | *Items set up as Limited Release SKU only |